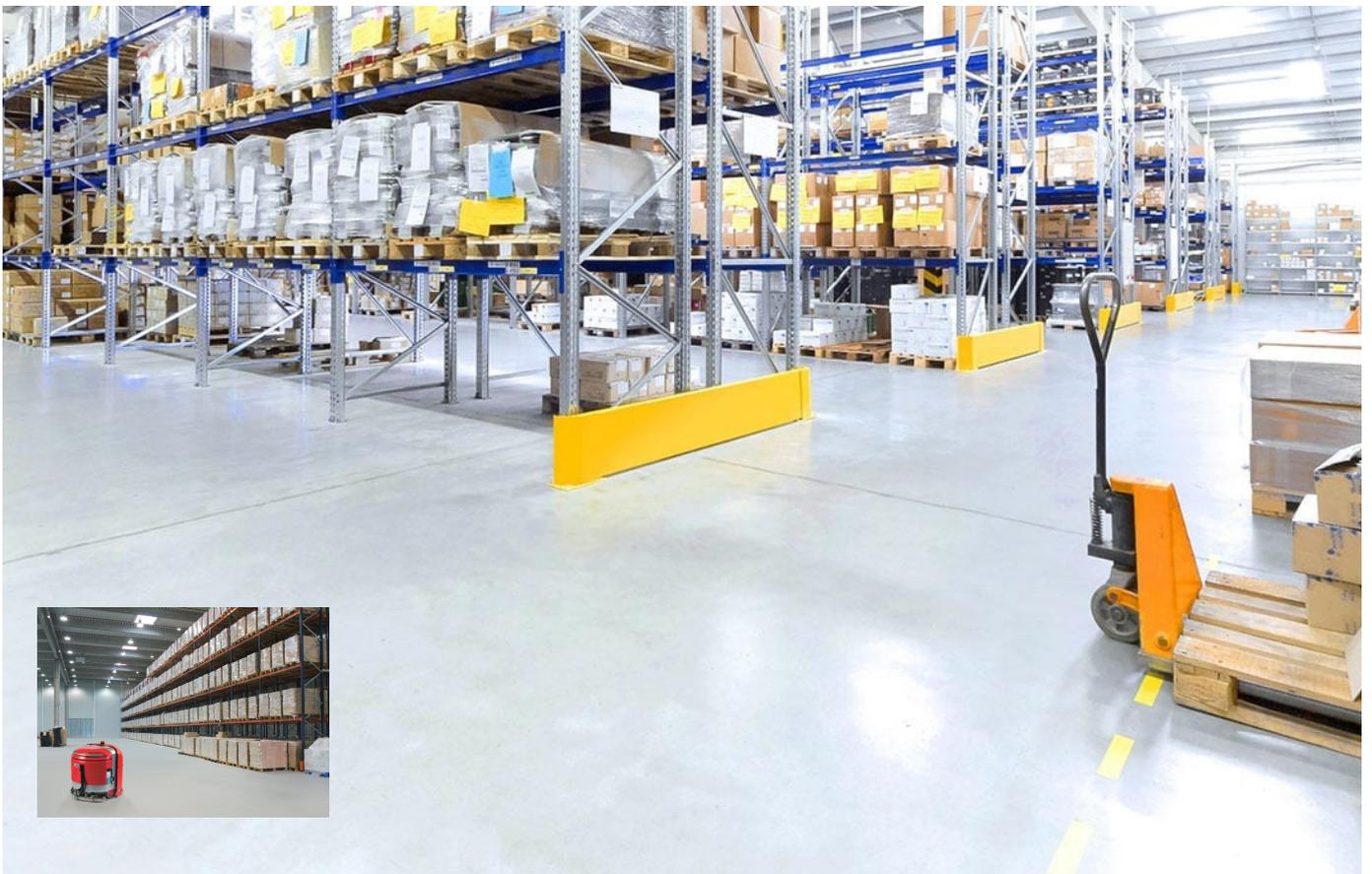


**POWERSWEEP**

# CHOOSING THE CORRECT FLOOR CLEANING MACHINERY TO MEET YOUR NEEDS



THIS GUIDE PROVIDES INFORMATION ON THE DIFFERENT STYLES OF FLOOR CLEANING MACHINERY THAT ARE USED IN WORKPLACE FLOOR CLEANING AND IS AN EASY TO UNDERSTAND INTRODUCTORY REFERENCE TOOL.

SELECTING THE RIGHT EQUIPMENT AND THE RIGHT SUPPLIER TO WORK WITH WHEN PURCHASING FLOOR CLEANING MACHINERY WILL ENSURE YOUR FIRMS CLEANLINESS STANDARDS ARE ACHIEVED, SELECTING THE WRONG SUPPLIER GENERALLY RESULTS IN THE PURCHASE OF INCORRECT EQUIPMENT AND REGRET.



# BUYERS GUIDE OVERVIEW



This guide is written to assist businesses in attaining the best cleaning solution for their needs through our provision of information on the varying machine types, the differences between them and the many different industry procurement options available.



Many variables come into play in selecting the correct machines for a site, a few of the most fundamental ones being, the total size of the area to be cleaned and whether it is all open plan or are there aisles and congested tight areas that need to be cleaned. Then of course, what type of debris, volume of debris and whether a wet scrubber dryer is better suited. Note though, these are just the primary fundamentals, many more areas come into play, including the envisaged hours per week the floors will be cleaned, best suited hopper size, filtration size and type, brush types, pad types, squeegee types, chemicals etc.

Choosing the correct machine for a site will not only result in a superior clean, in many cases it can save the buyer thousands of dollars P/A through productivity gains, lower upkeep costs and higher ROI; whereas relying on poor advice from non specialists can cost equally as much.



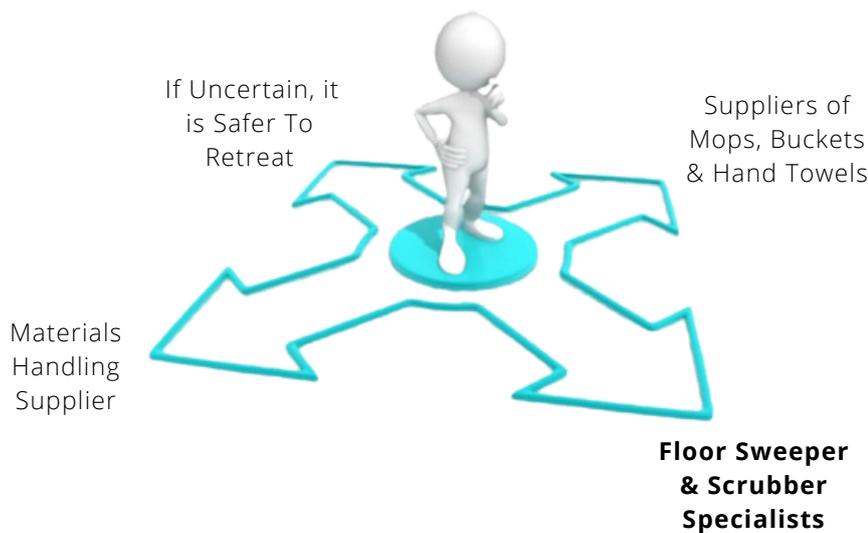
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# STEPS IN THE SELECTION PROCESS TO ENSURE YOU SELECT THE RIGHT EQUIPMENT & SUPPLY METHOD

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## STEP 1

**DECIDE ON THE TYPE OF SUPPLIER THAT IS NEEDED TO PROVIDE THE RIGHT ADVICE, TO ENSURE YOU MAKE THE BEST DECISION**



## STEP 2

**GIVE THOUGHT TO WHETHER YOU NEED:**

- (a) A FLOOR SWEEPER OR SCRUBBER ?
- (b) BOTH A SWEEPER AND SCRUBBER ?
- (c) OTHER TYPE OF CLEANING MACHINERY, ASWELL OF OR INSTEAD ?
- (d) TO IMPLEMENT A FLOOR CLEANING PROGRAM ?
- (e) TO SOURCE PROFESSIONAL ADVICE TO ENSURE YOU GET IT RIGHT ?

NOT SURE OF THE DIFFERENCES BETWEEN A SWEEPER AND SCRUBBER ?

The following page describes the differences between them and will assist.

We also offer a free technical support service that will be of assistance. Many variables come into play in selecting the right type of machine, hence do not hesitate to contact us for support on 1300-881000.

# WHAT IS THE DIFFERENCE BETWEEN A FLOOR SWEEPER AND A FLOOR SCRUBBER ?

FLOOR SWEEPERS: work through a rotating cylindrical broom lifting dust and debris from the floor surface and flicking it into a debris hopper, the sweeping action is dry, the majority of sweepers will have vacuum dust extraction to assist in removal of dust. Most sweepers will also have one or two corner side brushes, that are used to flick debris into the centre driving path of the sweeper, for collection of the main cylindrical broom as the machine drives over it.

One of the biggest risk factors in selecting a sweeping machine is selecting a machine with adequate filtration area, filter media type, filtration airflow volume, airflow speed and suction to maintain dust control and to continuously remove fine dusts. Sweeping with the right sweeper will collect debris, fine dusts etc and leave you floors well swept and vacuumed; whereas using the wrong machine can result in it blowing dust into the air and result in larger workplace issues, hence professional reliable advice is essential.

FLOOR SCRUBBERS: are not designed to take the place of a sweeper, they scrub the floor surface with the assistance of water and chemical and then dry the floor by vacuuming up the soiled water.

They are generally used to remove grime and build up, they can also be used to collect low volumes of spread out dust. Various floor cleaning machinery approved chemicals can be used in them, including degreasers, detergents, emulsifiers etc, they can also be used without chemical in some applications. A wide variety of scrubbing brushes, scrubbing pads and polishing pads can be used on floor scrubbers.

This type of floor cleaning is very common in the cleaning of retail sites, office buildings, commercial sites, food manufacturing facilities, warehousing of dust sensitive products, manufacturing plants and workshops etc. Both types of floor cleaning machines have their own advantages and are ideal when used in the right applications. With that in mind, some facilities may only need a sweeper, others may only need a sweeper for the majority of the floor cleaning and the occasional or weekly use of a scrubber, and others may only need a floor scrubber.

The decision on the best suited floor cleaning equipment and cleaning programs should ideally be made based on advice provided by specialists based on your site requirements.

For the right advice, contact POWERSWEEP AUSTRALIA the cleaning equipment specialists, on 1300-881000.

## STEP 3

**NOW THAT YOU HAVE CHOSEN THE TYPE OF SUPPLIER THAT YOU BELIEVE WILL MEET YOUR FLOOR CLEANING MACHINERY NEEDS BEST AND THE TYPE OF EQUIPMENT, IT IS WISE TO ASSESS THE ABILITY AND EXPERIENCE OF THE SUPPLIER AND THEIR REPRESENTATIVE:**

- (a) HOW LONG HAS THE SUPPLIER BEEN TRADING ?
- (b) DOES THE REPRESENTATIVE HAVE LENGTHY INDUSTRY EXPERIENCE ?
- (c) DO THEY HOLD PARTS INVENTORY TO SUPPORT THE PRODUCTS ?
- (d) DO THEY HAVE FIELD SERVICE TECHNICIANS TO SUPPORT THE EQUIPMENT ?
- (e) DO YOU FEEL THE REPRESENTATIVE JUST WANTS A SALE OR IS THERE TO HELP YOU ?
- (f) WILL THE EQUIPMENT BE RELIABLE, IS IT OF HIGH QUALITY ?
- (g) WILL THE EQUIPMENT MEET MY NEEDS AND ALSO PROVIDE A HIGH ROI ?
- (h) HAS THE REPRESENTATIVE MADE THE RECOMMENDATION BASED ON ALL FACTORS INCLUDING PRODUCTIVITY AND RETURN ON INVESTMENT ?

## STEP 4

**DECIDE WHICH PROCUREMENT OPTION IS BEST FOR YOU**

### 1. BUY A NEW OR PRE-OWNED MACHINE ?

If considering purchasing a pre-owned machine, do not aim to buy the cheapest machine available, as it will end up being the most expensive option over a very short period of time. Buy with caution, and only buy the best available, buying smart can save many thousands of dollars and provide you with a machine that will meet your needs well.

### 2. BUY A MACHINE THROUGH FINANCE ?

There are various finance methods available, such as Finance Lease, HP, Chattel Mortgage and Operating Leases, all are different in small ways, your Powersweep product specialists will provide details of all and on the differences between them, so you can rest assured you will have available the most practical financing solution to meet your needs.

Powersweep have a wide network of financiers bidding to attain our clients business hence we generally can provide extremely competitive rates and very easy processing. Whilst clients banks can take weeks, we tend to have finance approvals within twenty four hours. We also cater for both full doc and low doc finance, we have very good rates for both, plus simple processing.

### 3. HIRE A MACHINE ?

Machines can be hired on both short term and long term basis, the longer the term, the lower the weekly rate. Our long term hire packages are also available with a wide variety of maintenance packages, so you can tailor an all inclusive maintenance package to meet your specific needs, we can also include purchase options and rental rebates.

# REWARDS OF SELECTING THE RIGHT MACHINE AND SUPPLIER

- A Cleaner and Safer Workplace
- Improved Staff Work Ethic & Contentment Through a Cleaner Work Environment
- Plant Machinery, Stock and Despatched Goods Are Clean and Present Professionally
- More Professional Image For Customers and Clients
- Commercial Practicality - Through Reduction In The Very High Costs of Manual Cleaning
- Increased Productivity and High Cleaning Machinery ROI
- Relief For The Decision Maker, In Knowing The Decision Was a Good One and of Great Benefit

## THE POWERSWEEP DIFFERENCE

**POWERSWEEP AUSTRALIA IS AN INDUSTRY SPECIALIST IN THE IMPORT AND DISTRIBUTION OF FLOOR CLEANING MACHINERY.**

**Having commenced business in Australia over twenty three (23) years ago we have extensive experience and only supply the highest quality of equipment.**

**The majority of our range is made in Switzerland, hence the quality is second to none, our pricing competes extremely well against all brands, due to our volume. We also have a wide range of high grade pre-owned machinery, and also provide a wide variety of supply options, from straight purchase, finance, hire & rent to own.**

OUR PRODUCT SPECIALISTS ARE ALL FACTORY TRAINED AND REGULARLY TESTED TO ENSURE THEY ARE THE BEST IN THE INDUSTRY, AND THAT ALL OF THEIR SITE AUDITS AND ASSESSMENTS DELIVER THE BEST POSSIBLE OUTCOMES FOR OUR CLIENTS.

**TO BOOK A COMPLIMENTARY SITE ASSESSMENT  
OR TO SPEAK WITH A SPECIALIST**

**PHONE 1300-881000**



**POWERSWEEP Pty Ltd**

PHONE: 1300-881000  
www.powersweep.com.au

